## SYSTEMS AND METHODS FOR VALIDATION OF SALES LEADS ABSTRACT OF THE DISCLOSURE

The invention provides systems and methods for processing sales leads. Illustratively, the invention provides a method for validating a new sales lead from an agent employed in a sales lead processing entity, the method comprising: inputting new sales lead information representing a new sales lead from an agent using an agent computer interface; transmitting the new sales lead information to a lead processing portion, the lead processing portion having a leads memory portion, the leads memory portion storing existing sales lead information relating to existing sales leads; comparing the new sales lead information with the existing sales lead information; determining if there is a match between the new sales lead information and any of the existing sales lead information that there is a match between the new sales lead information and any of the existing sales lead information.

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